

Message Text

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PAGE 01 STATE 200004

64

ORIGIN COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 SS-15 CIAE-00 INR-10

NSAE-00 RSC-01 /054 R

66611

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ARA/BR: EKEMP

COM/BIC/OIM:TJOHNSON (INFO)

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R 092013Z OCT 73

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS STATE 200004

E.O. 11652: N/A

TAGS: BMEP, BR

SUBJ: RAILWAY CARS FOR BRAZIL

REF: (A) STATE'S 194923, (B) RIO'S 3566, (C) RIO'S 3512,
PREVIOUS

1. FURTHER TO REFTEL, PULLMAN-STANDARD HAS INFORMED MAJOR EXPORT PROJECTS DIVISION THAT, WHILE IT INTERESTED BIDDING ON 1,900 HOPPER CARS DESCRIBED REFTEL B, IT PROBABLY UNABLE SUBMIT MEANINGFUL PROPOSAL BY OCT. 31. PULLMAN'S BIDDING DIFFICULTY DUE TWO FACTORS, SPECIFICATIONS DESCRIBED REFTEL B HAVE NOT YET ARRIVED WASHINGTON AND ONE METER GAUGE REQUIREMENT WILL NECESSITATE ENGINEERING SINCE CARS CURRENTLY IN PRODUCTION ARE DESIGNED FOR WIDER GAUGE.

2. ASSUME SHORT NOTICE OF OCT. 31 BID DEADLINE MAY BE CONNECTED WITH REPORT IN REFTEL C THAT "PURCHASE OF
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HOPPERS AND REFRIGERATOR CARS FOR INITIAL EXPORT CORRIDOR

PROGRAM WAS TIED TO JAPANESE FINANCING". THIS BEING CASE, WE EXPECT JAPANESE MAY HAVE INSIDE TRACK ON SUPPLY. HOWEVER, IF EMBASSY BELIEVES PULLMAN HAS REALISTIC CHANCE OBTAIN CONTRACT FOR THIS LOT CARS, BIDDING DEADLINE EXTENSION SHOULD BE REQUESTED.

3. PULLMAN ANXIOUS ENTER INTO DISCUSSIONS WITH BRAZILIANS RE SUPPLY CARS OVER LONG TERM. FIRM HAS INDICATED IT WOULD DEFINITELY CONSIDER LOCAL ASSEMBLY OF ROLLING STOCK, EITHER BY QUALIFIED BRAZILIAN COMPANY OR AT PLANT WHICH PULLMAN MIGHT ERECT IN COUNTRY.

4. VIEW REPORT IN REFTEL C THAT RAILROADS HAVE OBTAINED PRESIDENTIAL AUTHORITY TO NEGOTIATE DIRECTLY FOR SUBSEQUENT EQUIPMENT PURCHASES RATHER THAN CALL FOR COMPETITIVE BIDDING, AND VIEW PULLMAN'S INTEREST IN OPENING DISCUSSIONS EARLIEST POSSIBLE DATE RE SUPPLY 20,000 CARS, BELIEVE CONGEN ASSISTANCE IN ARRANGING DIRECT CONTACTS WITH KEY BRAZILIAN OFFICIALS WILL BE INSTRUMENTAL IN SUPPORTING FIRM'S COMPETITIVE POSITION VIS-A-VIS FOREIGN SUPPLIERS. KISSINGER

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